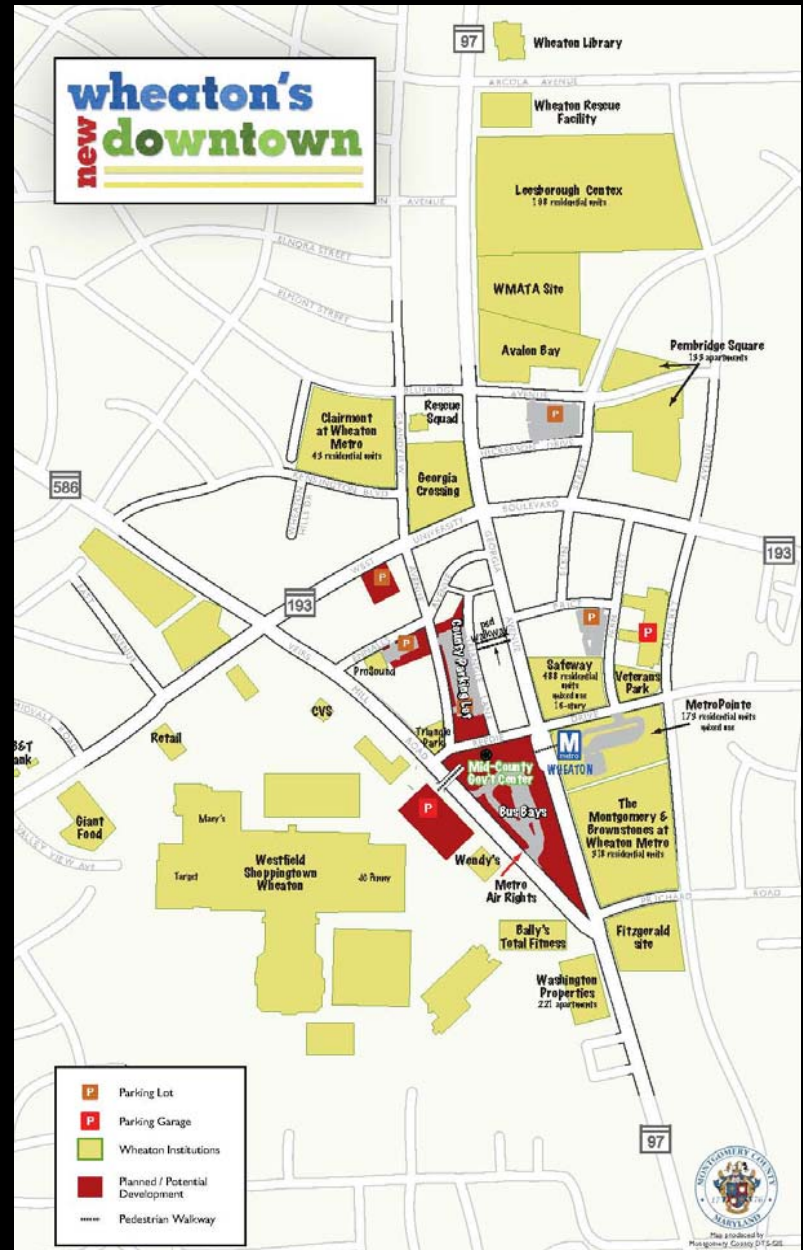


Wheaton Group B Redevelopment

B.F. SAUL COMPANY

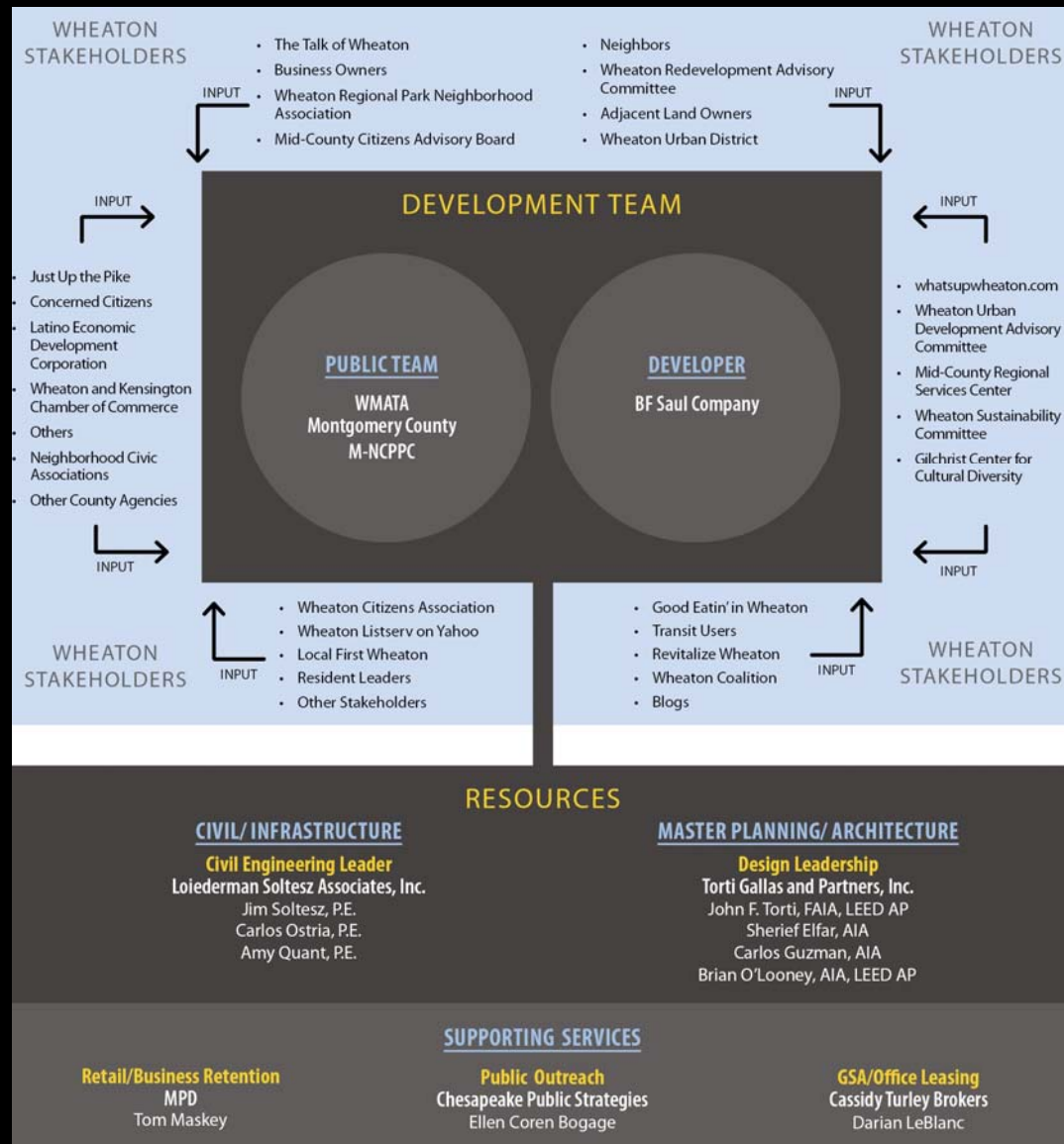
Wheaton RFQ Sites

B.F. SAUL COMPANY



B.F. Saul Company

- Been in business since 1892
- Headquartered in Montgomery County since 1970
- Track record of successful development projects that reflect project goals of the Wheaton CBD
- Financial Capability:
 - Raised \$650,000,000 for four recent mixed-use urban infill projects in DC metro Area
 - Own \$1.5 Billion in Real Estate, of which only 57% is encumbered with debt
 - \$100M Cash immediately available for implementation
 - \$135M Line of Credit
- Wide ranging experience in real estate development across all sectors:
 - 47 retail centers
 - 19 hotels
 - 4,000,000 SF office
 - Metro proximate apartment projects in DC and Clarendon, VA
- Complete in-house staff of development skills:
 - Finance
 - Construction
 - Leasing
 - Management



B.F. Saul Team - Organizational Chart

B.F. SAUL COMPANY

Torti Gallas and Partners

- Nationally acclaimed urban design and architecture firm
- Based in Montgomery County
 - 57 years old
- Specialize in
 - TOD developments (completed 70 in 36 cities)
 - Mixed-use, mixed-income and mixed-tenured design
 - Master plan and architectural designs built upon the unique identity of each community
- Outstanding collaborators
- Understands how to integrate the community's vision and goals into the design
- LEED Credentials – 35+ LEED-Accredited Professionals

Loiederman Soltesz

- Award winning civil engineering firm
- Headquartered in Montgomery County for over 30 years
- Specialize in
 - Land planning, civil engineering including storm water management design and permitting
 - Urban residential and mixed-use projects such as TODs and other downtown redevelopments
 - Innovative ideas to keep the project moving
- Experts on MNCPPC and County Processes
- Staff experienced with plan review agencies...MCDPS, MCDOT, MCDEP, WSSC, MDE, SHA
- Provided site civil engineering and planning for 12 TOD projects in Montgomery County
- 14 LEED Accredited Professionals

Relevant Team Experience related to RFQ Goals:

- **High-Quality projects**
- **Transit Oriented Development**
- **Mixed-Use Development**
- **High-pedestrian traffic connectivity and emphasize street level activity**
- **Support Land Assemblage for density sufficient to justify development costs**
- **Quality Public Open Space**
- **Housing Mix that ensure inclusion for all Wheaton residents.**
- **Employ Smart Growth Principles and construct LEED-certified buildings**



Our investments are for the long term. (Kennedy-Warren)

B.F. SAUL COMPANY



Mixed-Use
Office

Experience with Metro-Proximate Office. (Chevy Chase Trust Headquarters, Bethesda, MD)

B.F. SAUL COMPANY



Mixed-Use Office



Experience with the development of Office in established CBD's – Washington Square, Alexandria

B.F. SAUL COMPANY

LEED Silver Candidate: Clarendon Center, Arlington, VA



Experience with Metro-Proximate Office

B.F. SAUL COMPANY with Torti Gallas and Partners

Hospitality



Experience at Hospitality Projects – we own 19 hotels.

B.F. SAUL COMPANY

Residential Town-Center Architecture



The Greene, Beavercreek (Dayton), Ohio – Torti Gallas and Partners

Mixed-Use Residential Town Center Architecture



The Greene, Beaver Creek (Dayton), Ohio – Torti Gallas and Partners



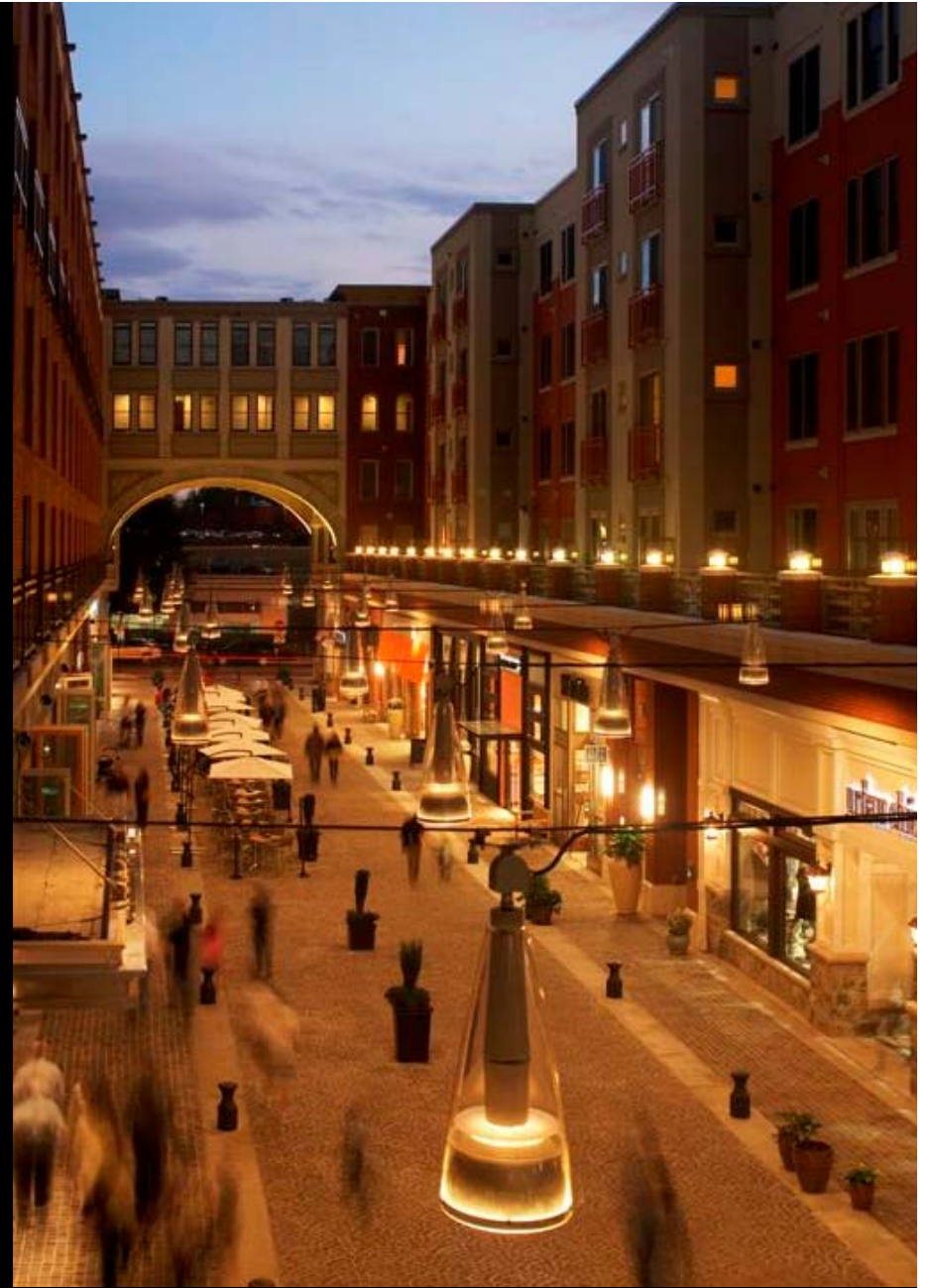
1st Floor Plan



Upper Floor Plan

Bethesda Row Arlington East, Bethesda, MD

Torti Gallas and Partners





Bethesda Row Arlington East, Bethesda, MD – Torti Gallas and Partners

Our Team:

- Ability to execute
- Successful GSA Experience and Track Record in Attracting Federal Tenants
- Complementary skills and experiences
- Experience in public/private partnerships
- Multidisciplinary/Diverse
- Intrinsic Knowledge of “Smart Growth” and “Green Development”
- Knowledge of County approval process
- Experience in land assemblage
- Inclusive, collaborative approach to achieve consensus
- Good listeners and problem solvers
- Respect of Wheaton’s culture and identity and its needs
- Effective, efficient organizational structure



Shirlington, Arlington, VA – Torti Gallas and Partners

B.F. SAUL COMPANY